



MARYLAND EXPORT EXPRESS

June 2010

CS Baltimore Recognizes 3-Point Products and Chesapeake College for Export Achievement



CS Baltimore recognized Eastern Shore-based 3-Point products and Chesapeake College at the Upper Shore Manufacturing & Business Council's 20th Anniversary Conference in Wye Mills, MD on May 18th.

CS Baltimore Director Bill Burwell, Rep. Frank Kratovil (D) and representatives of Maryland Senators Barbara Mikulski and Benjamin Cardin presented 3-Point Products with an Export

Achievement Certificate for its recent accomplishments in expanding its business to numerous foreign markets and presented Chesapeake College with a Certificate of Appreciation for its ongoing role as an active CS partner in export promotion in the local community.

3-Point Products, headquartered in Stevensville, Maryland, manufactures hand and foot splints and is a long-standing CS Baltimore client. The Export Achievement Certificate recognizes small and medium-sized enterprises and organizations that have successfully entered the international marketplace for the first time or that have successfully entered a new market.

ExporTech: CHINA Gets Underway

CS Baltimore initiated its first ever market-specific ExporTech program on June 3rd. Six companies are participating in this program, which is focused on China. Through ExporTech: China, the six participating companies will receive an intensive, hands-on experience that will provide them with insights into one of the world's fastest-growing economies. Expert speakers and Commercial Service Trade Specialists and Commercial Officers are working with each company to help them define their key competitive advantages, develop market entry strategies and expand export sales to China.

ExporTech: China is part of the CS Baltimore ExporTech series which aims to provide Maryland new-to-export companies with customized solutions to help them develop and implement their export business plans.

For more information on participating in future ExporTech program, contact Bill.Burwell@trade.gov or at (410) 962-4579.

THE U.S. EXPORT ASSISTANCE CENTER IN BALTIMORE, MARYLAND is part of the Commercial Service (CS) of the United States Department of Commerce. With a network of offices in the U.S. and in more than 80 countries, the USCS has the global presence and international marketing expertise to help U.S. companies sell their goods and services worldwide. For more information or help growing your export business:



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Accelerating Inclusive Growth: The Future of the U.S.-India Commercial Relationship

LOCATION: THE U.S.-INDIA BUSINESS COUNCIL, U.S. CHAMBER OF COMMERCE 1615 H STREET, N.W. WASHINGTON, DC 20062

DATE: JUNE 30TH

India: A Mega-Market with Tremendous Export Opportunity

In celebration of the second anniversary of the establishment of the India Business Center at the U.S. Department of Commerce, a one-day conference is being held on "Accelerating Inclusive Growth: The Future of the U.S.-India Commercial Relationship." As part of President Obama's National Export Initiative to double exports over the next five years, the U.S. and Foreign Commercial Service is working to assist U.S. small and medium-sized companies expand their exports to India.

This intensive event is designed to help business executives from small and medium-sized enterprises (SMEs) unlock sales potential in India. With rapid economic growth and a growing middle class, the Indian demand for U.S. goods and services is strong, and bilateral trade between the United States and India is increasing significantly as a result. The U.S. Commercial Service has targeted India as one of the most promising markets for U.S. SMEs.



This seminar will offer practical export-related information on:

- Accessing Indian markets (customs issues, including import regulations, duties and taxes, and export documentation);
- Protecting patents, trademarks, copyrights, and trade secrets;
- Financing exports to India; and
- Identifying best prospects and market entry strategies.

This program is most suitable for companies that have exported, but have not previously explored export opportunities in India.

Speakers:

Francisco Sanchez, Undersecretary of Commerce for International Trade

Suresh Kumar, Director General, U.S. and Foreign Commercial Service

Ro Khanna, Deputy Assistant Secretary, U.S. and Foreign Commercial Service

Ron Somers, President, U.S.-India Business Council

Dr. Abdul Shaikh, Director, India Business Center, U.S. and Foreign Commercial Service

This seminar will also feature high-level government officials as well as representatives from the U.S.- India Business Council and the private sector.

Cost: \$50

To express interest in attending, please contact:

Lesley Nichols

Telephone: 202.482.0525

Email: Lesley.Nichols@trade.gov

ExporTech: Ireland – A Doorway to Europe

LOCATION: GALWAY AND DUBLIN, IRELAND

DATES: OCTOBER 17-22, 2010

ExporTech: Ireland – A Doorway to Europe is a European Union-focused business forum and trade mission that will provide U.S. companies with access to Commercial Service expertise from across the European Union and other European countries. The Trade Mission to Ireland will add another dimension to the event by providing clients with the opportunity to conduct business-to-business meetings with firms in Ireland or other posts as appropriate. The program is open to U.S. companies from a cross-section of industries with growing potential in the European Union market including, but not limited to, best prospects such as energy, defense and aerospace, telecommunications and information technology, environmental technologies, medical equipment, safety and security equipment. The combination of the *ExporTech: Ireland – A Doorway to Europe* program and the multi-sector trade mission in Ireland or Europe will provide participants with substantive knowledge and strategies for entering or expanding their business in Ireland or other European markets.

The participation fee is \$1,350 for a small or medium-sized enterprise (SME) and \$1,950 for large firms. This fee includes the *ExporTech: Ireland – A Doorway to Europe* program registration fee of \$650. The fee for each additional firm representative (large firm or SME) participating in the mission is \$650. Expenses for travel, lodging, most meals, and incidentals (e.g., local transportation) will be the responsibility of each mission participant.

For further details or to register your interest in the *ExporTech: Ireland* program, October 18-22, 2010, [click here](#).

Automotive Exporters: Seize Trade Opportunities in Senegal!

AUGUST 3RD, 2010 MORNING (9:00-11:30 AM) AND AFTERNOON (12:00-4:00 PM)

Interested in tapping into Senegal's \$310 million automotive import market? Join the Virtual Trade Mission & Seminar for Automotive Exporters, coordinated by the Baltimore Export Assistance Center, Commercial Section, US Embassy – Dakar, and the Prince George's County Economic Development Corporation's Africa Trade Office. Experienced exporters of automobiles to other markets are invited to register for the virtual trade mission (morning) for a private, face-to-face meeting with importers in Senegal. New exporters are invited to register for the seminar (afternoon) to learn how to compete in Senegal's growing import market for vehicles.



VIRTUAL TRADE MISSION (Morning) - The virtual trade mission is designed to connect experienced automotive exporters with pre-screened Senegalese importers using WebEx technology. Each exporter will receive 20-30 minutes to interact with a group of Senegalese importers on a real-time basis.

SEMINAR (Afternoon) - The seminar is designed to help new exporters of automobiles position themselves for export success! Presentations will be delivered by speakers representing the US Embassy in Senegal, freight forwarders, bankers, successful exporters, and government officials.

Why Senegal? Senegal's economy has grown nearly 5% annually since the 1990s and is one of Africa's most stable countries. The Port of Dakar is the gateway to landlocked nations in West Africa. The US is Senegal's second-largest trade partner for vehicles and parts. US exporters will find a strong second-hand auto market and franchise opportunities in the car-servicing sector, as well.

Space is Limited. Register Today. buyusa.gov/baltimore/Senegal.html

Date & Time: July 17, 2010, Morning: 9:00-11:30 AM; Afternoon: 12:00 - 4:00 PM

Venue: Prince George's County Economic Development, 1100 Mercantile Lane Suite 115A, Largo, MD 20774 (Board Room)

Cost: Morning: \$150 Afternoon: \$30 (lunch included with both morning and afternoon sessions)

Questions? Please contact: Janeé Pierre-Louis, T: (410) 962-4539, Email: janeé.pierre-louis@trade.gov

Elizabeth Crittenden, T: (301) 583-4615, Email: ecrittenden@pgcedc.com

Farnborough International Airshow 2010

JULY 19-25, 2010 FARNBOROUGH, UNITED KINGDOM

The **2010 Farnborough Air Show** marks 62 years at the Farnborough Aerodrome and promises to be an unrivaled showcase for American products and services, bringing together buyers and sellers from all over the world. This year's Farnborough is again set to be the biggest, most internationally attended aerospace event in the world. It is a recognized business and trade environment and a key event for enhancing and improving your business performance. The U.S. Commercial Service (USCS) in the UK is collaborating with Kallman Worldwide, Inc. to organize the U.S. International Pavilion at Farnborough 2010. USCS will provide counseling free of charge on the British and regional aviation sectors during the show, and will also provide commercial briefings with British and regional experts. For more information on exhibiting at Farnborough or utilizing USCS services at the show, go to

http://www.buyusa.gov/uk/en/farnborough_2010.html.

Trade Mission to Baghdad

OCTOBER 2010



Commercial Service | U.S. Department of Commerce
21201 | (410) 962-4539 | www.buyusa.gov/baltimore

The United States Department of Commerce, International Trade Administration, U.S. and Foreign Commercial Service (US&FCS) is organizing a trade mission to Baghdad, Iraq in October 2010.

The mission will assist U.S. participants to position themselves to enter or expand their presence in the following sectors in Iraq: oil and gas (including oil field and upstream equipment, technology, and services); construction (including engineering, architecture, transportation, and infrastructure); and information and communications technology, among others.

Participants will receive first-hand market information, access to decision-makers from the Government of Iraq (GOI), and one-on-one customized meetings with business contacts, including potential agents, distributors, and partners. Please [Click Here](#) to visit the website to register.

Briefing, Update and Luncheon: 2010 China Business & Trade Mission

THURSDAY, JUNE 17, 2010

SPECIAL GUEST SPEAKER: MARYLAND SECRETARY OF STATE JOHN McDONOUGH

Join fellow 2010 China Business & Trade Mission pre-registrants and others interested in participating in and/or sponsoring the upcoming 2010 China Business & Trade Mission (August 29-September 10, 2010) for a special update meeting and luncheon.

During the event, you will hear from Maryland Secretary of State John McDonough, who will lead delegates on the Mission to its scheduled visits to Shanghai, Beijing, Hefei, and Xiamen. You will also receive important updates on the schedule and itinerary, deadlines, pricing and other details, to help you make a final decision about your participation.

The Maryland-China Business Council (MCBC), the Maryland-Anhui Province Sister State Committee (MAPSSC) and the Baltimore-Xiamen Sister City Committee (BXSCC) have joined forces to organize the Maryland 2010 China Business & Trade Mission. The trip will facilitate business with China through matchmaking sessions with Chinese companies and high-level meetings with industry and government leaders.

For more information on the 2010 China Business & Trade Mission, visit the Mission web site at <http://www.md2china.com>

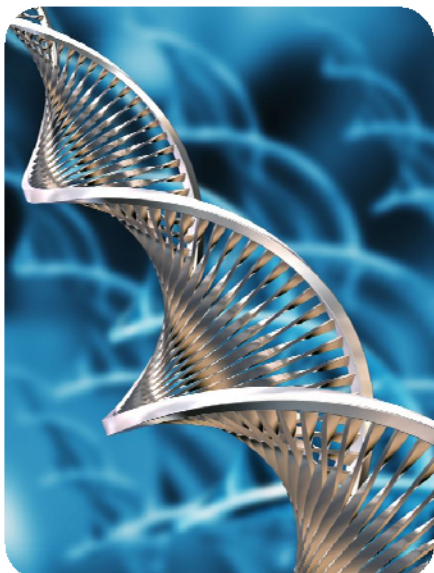
U.S. Department of Commerce Supports U.S. Companies at ILMAC 2010

SEPTEMBER 21-24, 2010

U.S. DEPARTMENT OF COMMERCE SUPPORTS U.S. COMPANIES AT ILMAC 2010

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EXHIBITION CENTER BASEL, SWITZERLAND



The U.S. Commercial Service of the U.S. Department of Commerce has granted Trade Fair Certification to ILMAC 2010, the Industry Exhibition for Research and Development in Environmental and Process Technology in Pharmaceuticals, Chemicals, and Biotechnology, held every three years.

ILMAC 2010, which will be held at the Exhibition Center Basel, Switzerland, September 21-24, 2010, has established itself as a specialist show for the pharmaceutical and chemical industries. Through certification, the U.S. Commercial Service recognizes the capability and experience of MCH Swiss Exhibition (Basel) Ltd. to organize a world class Pavilion for U.S. exhibitors to showcase products and services for R&D and process technology for the pharmaceutical, chemical, food, drink, cosmetics, biotech and environmental industries. The U.S. Pavilion serves as an excellent venue for U.S. companies to establish or expand overseas distribution, generate sales leads, evaluate competitors, and work with U.S. Commercial trade specialists to identify potential buyers and partners.

This popular industry show expects more than 500 exhibitors and over 15,000 visitors.

As the life science industry continues to offer significant potential growth, it is definitely "all systems go" for ILMAC 2010.

Additional information on the show can be found on: <http://www.ilmac.ch>.

For more information on exhibiting at ILMAC 2010, you may contact Mr. Robert Appel, Exhibition Director, MCH Swiss Exhibition (Basel) Ltd., 4005 Basel, Switzerland, Tel: +41-58-206 21 99, E-mail: Robert.Appel@ilmac.ch.

UNZ & Co. Offers Export Compliance Training Series in Richmond, VA

UNZ & Co., an industry leader in providing international traders and dangerous goods transporters with practical and innovative compliance solutions and training, is offering a one-week series of international trade classes on the following:

Export Operations and Procedures, June 21 – 22

This two-day workshop provides a hands-on, comprehensive understanding of what is involved in selling and transporting goods to foreign buyers. Learn about the entire export process, from negotiating terms of sale and payment to delivery of goods to their final destination. This workshop will instruct you in the proper preparation of commercial, legal, and transport documents, and give you the latest information on requirements for Mandatory Electronic filings and Proposed Advanced Manifest filings.

Export Controls & Licensing Under the EAR, June 23

This course is essential for every U.S. exporter who wants to ensure that their shipments comply with the Export Administration Regulations (EAR). You will receive a thorough grounding in how to deal with export licensing regulations. Go through a step-by-step approach – beginning with the classification within the Commerce Control List followed by use of the Commerce Country Chart – to make a license determination. Discuss License Exceptions, end-use/end-user restrictions, export license applications and more.

NAFTA & Other Free Trade Agreements, June 24

To enjoy preferential tariff treatment under NAFTA, CAFTA-DR and other trade agreements, U.S. businesses must employ proper compliance procedures. The FTA marketplace offers great opportunities, but only if you know how to classify and ship your goods in complete compliance. Maintain the competitive edge by exploring strategies for exporting under free trade agreements.

Developing an Export Management & Compliance System, June 25

The requirements outlined in the Export Administration Regulations (EAR) are overwhelming without a system to capture analysis, decisions, accountability and implementation procedures. This workshop will teach you how to establish and manage export decisions and transactions to ensure compliance with the EAR & license requirements.

For more information or to register for one of these workshops go to <http://www.unzco.com> or call 1-800-631-3098.

Featured Service: The International Buyer Program

Are you exhibiting at a trade show in 2010? If yes, then why not take advantage of the Commercial Service's International Buyer Program (IBP) to increase your chances of finding the right international business partner? Each year, the Commercial Service recruits thousands of qualified foreign buyers, sales representatives, and business partners to U.S. trade shows, giving you excellent opportunities to expand business globally.

As an exhibitor at a U.S. Trade Show, your products and services can be listed in the Export Interest Directory and distributed to all international visitors. You'll also benefit from:

- Access to hundreds of current international trade leads in your industry
- Hands-on export counseling, marketing analysis, and matchmaking services by country and industry experts from the U.S. Commercial Service
- Use of an on-site International Business Center where your company can meet privately with prospective international buyers, prospective sales representatives, and business partners and obtain assistance from our experienced U.S. Commercial Service staff

The Commercial Service project officer and trade show organizer contact can provide you with additional information on the International Buyer Program and other international sales and marketing initiatives at the show.

If you are interested in participating in the International Buyer Program, [view our list of 2010 and 2011 trade shows](#) and contact your Commercial Specialist at the Baltimore U.S. Export Assistance Center.

Exporters' Resources

Starting an Export Business

The Maryland Small Business Development Center (MDSBDC) network is a partnership between the U.S. Small Business Administration and the University of Maryland, College Park. This Partnership links private enterprise, government, higher education and local economic development organizations to provide management training and technical assistance to Maryland's small businesses. For information on SBDC programs and services, [Click Here](#).

The Maryland Department of Business and Economic Development's (DBED) Office of International Investment and Trade (OIIT) links Maryland's small and medium-sized businesses with the international marketplace. OIIT offers comprehensive Export Assistance services at competitive costs through its knowledgeable trade specialists, as well as financial assistance on a competitive basis to qualifying firms. OIIT is represented in 13 countries around the world, with major presences in China (Shanghai), Europe (Paris) and Israel (Tel Aviv). For more information on DBED, [Click Here](#).

SCORE: Counselors to America's Small Businesses is a nonprofit association dedicated to educating entrepreneurs and the formation, growth and success of small businesses nationwide. SCORE is a resource partner with the U.S. Small Business Administration (SBA). SCORE provides free online and face-to-face counseling, mentoring and training. Business help and advice is available to both start-up and existing businesses. For more information on SCORE programs and services, [Click Here](#).

Export Financing

The U.S. Small Business Administration (SBA) is an independent U.S. Government agency that helps to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. The SBA helps Americans start, build and grow businesses. Through an extensive network of field offices and partnerships with public and private organizations, SBA delivers its services to people throughout the United States, Puerto Rico, the U. S. Virgin Islands and Guam. For more information on SBA programs and services, [Click Here](#).

The Export – Import Bank of the United States (Ex-Im Bank) is the official export credit agency of the United States. Ex-Im Bank's mission is to assist in financing the export of U.S. goods and services to international markets. Ex-Im Bank enables U.S. companies — large and small — to turn export opportunities into real sales that help to maintain and create U.S. jobs and contribute to a stronger national economy. Ex-Im Bank provides working capital guarantees (pre-export financing); export credit insurance; and loan guarantees and direct loans (buyer financing). No transaction is too large or too small. On average, 85% of their transactions directly benefit U.S. small businesses. For more information on Ex-Im Bank's programs and services, [Click Here](#).

Trade Leads and Export Events

[Export.Gov](#) provides U.S. exporters with comprehensive U.S. Government information and resources to assist them to plan their international sales strategies and succeed in today's global marketplace. For trade leads, [Click Here](#). For Export Events, [Click Here](#).

CS Market Research Library

The Commercial Service maintains a comprehensive market research library. Find the information you are looking for on markets for U.S. products and services in more than 80 countries. The Market Research Library is searchable by industry and country as well as by keyword. First-time users will be asked to register to obtain a username and password. To access the latest in the CS Market Research Library, [Click Here](#).

COMMERCIAL SERVICE BALTIMORE CONTACTS

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